

Washington Dept of Commerce grants overview

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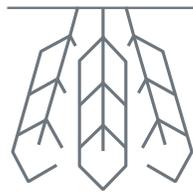
OFFICE OF ECONOMIC DEVELOPMENT & COMPETIVENESS

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Washington State
Department of
Commerce

COVID recovery funding through Commerce



HOUSING, TRIBES & LOCAL GOVERNMENT*

\$1 Billion+



BUSINESSES & NONPROFITS*

\$526+ M

Total to date: >\$1.5 Billion

*Totals includes state dollars: Round One Working WA Grants (\$10 million), and \$10 million for tribal assistance from state funds

COVID funding to Small Businesses

- **Working Washington Grants:**
 - Round One: \$10 million, supported 1,508 businesses (state funds)
 - Round Two: \$10 million, supporting 1,574 businesses & \$5 million to ADOs
 - Round Three: \$100 million, supporting 7,931 businesses
 - Round Four: \$240 million, supporting 11,728 businesses
 - Border Business Relief Program (just closed): \$2.6 million, supporting 206 businesses
 - Round Five (Spring 2022): \$50 million
- **Other programs:**
 - Resiliency Round: \$18 million; supported 2,646 small businesses
 - Flex Fund: \$30 million from the state, \$40 million from private sector
 - Ag programming: \$16 million, supported 839 small businesses

Lessons learned

- Ensuring there is technical assistance for small businesses as they interface with government programs (e.g. language access);
- Need continues to outweigh available resources for assistance and additional support on local capacity is critical.
- Importance of data to track outcomes and equitable distributions of funds.

Commerce programs



Washington State
Department of
Commerce

- **First stop:** <http://startup.choosewashingtonstate.com/>
- **Multiple programs:**
<http://startup.choosewashingtonstate.com/programs/>
- **Selling your services/products online:**
<http://startup.choosewashingtonstate.com/i-want-to/sell-online/>
- **Associated Development Organization network**
 - Seattle Chamber of Commerce
 - Tacoma-Pierce County Economic Development Board

Small Business Resiliency Network (SBRN)



Small Business Resiliency Network Coverage

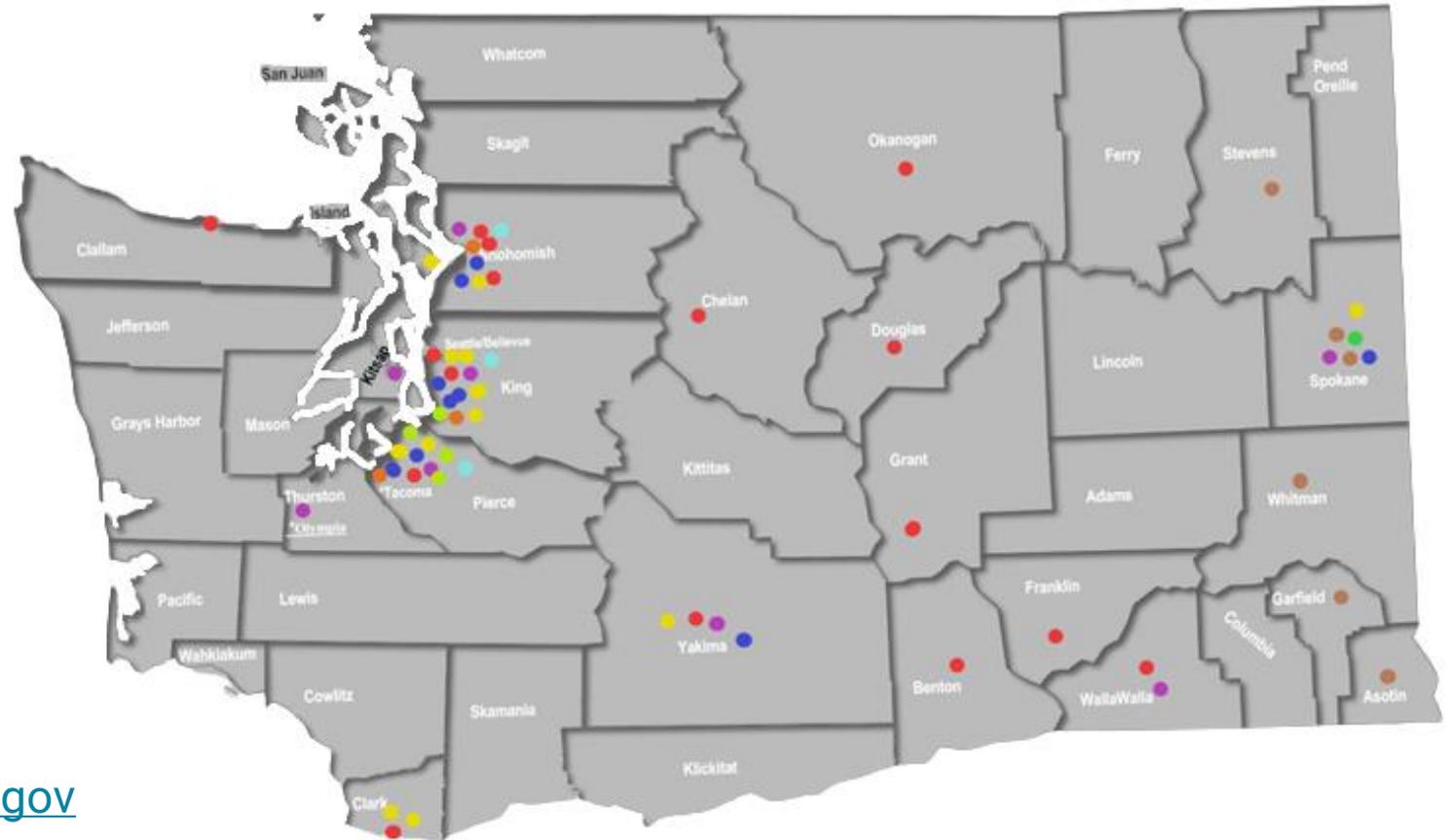
Trusted network of community partners to help with:

- Outreach
- Resourcing
- One-on-one technical assistance
- In-language support
- Recovery planning

Jessica Camacho, Small Business Resiliency Network Director

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The need guides our future work

Culturally relevant technical assistance from trusted messengers

Business
management
skills

Financial
management
skills

Access to
technology
and tech
education

Access to
capital

Small Business Flex Fund

A low-interest loan that can be spent flexibly, including on payroll, utilities & rent, supplies, marketing & advertising, building improvements or repairs, and other business expenses. Able to borrow up to \$150,000.

- Open to businesses or non-profits;
- Must employ 50 or fewer full-time equivalent (FTE) employees;
- Must have suffered a direct economic disruption as a result of COVID-19 in a way that has materially impacted operations;
- Must have been in operation for at least one year prior to the date of application or the non-profit must have been in operation since at least January 2019;
- A limited amount of start-up financing is available for for-profit businesses.

<https://smallbusinessflexfund.org/>

STEP Export Vouchers Overview

The [State Trade Expansion Program \(STEP\)](#) is funded in part by the U.S. Small Business Administration to help offset the cost of small businesses conducting business internationally

- Maximum award amount: \$10,000 per company/per grant cycle
- Mandatory 25% cash match – reimbursement grant
- Up to 3 applications per year

Eligible expenses include:

- International trade show or mission fees (virtual or in person)
- International business travel (airfare only)
- Compliance testing of an existing product into an export market
- International website design, development, and translation
- International marketing and advertising, including product videos
- Translation of marketing media
- Services of the [U.S. Commercial Service](#)
- Costs to join WA Department of Commerce Trade Shows

STEP Export Voucher – Next Steps

1. Check Company Eligibility

- Meet the SBA criteria for a “small business concern” – companies can check by their NAICS code on the [SBA website](#)
- In business for at least one year
- Demonstrate export readiness
- Registered to do business in Washington State
- 51% US Content or of US Origin

2. Complete an application at ([Export Voucher Program - Washington State](#)) and return to Nicole Gunkle (Nicole.Gunkle@commerce.wa.gov)

- Apply at least 4 weeks in advance of starting your international export project

3. Application Process

- Applications are reviewed twice a month and companies are notified of status
- If awarded, can begin incurring expenses and submit for reimbursement within 30 days of activity completion
- Fill out surveys twice a year to report on successes



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www.commerce.wa.gov



Thank you

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